

Message Text

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51

ACTION EB-03

INFO OCT-01 ARA-10 EUR-10 EA-07 NEA-06 ISO-00 CAB-01

CIAE-00 COME-00 DODE-00 DOTE-00 INR-10 NSAE-00 RSC-01

FAA-00 SCI-03 CEQ-01 EPA-01 SAJ-01 SAM-01 PM-03

NSC-07 SP-02 SS-14 SIL-01 LAB-01 DRC-01 /085 W

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R 081221Z OCT 74

FM AMEMBASSY PARIS

TO SECSTATE WASHDC 3015

INFO AMEMBASSY LONDON

AMEMBASSY TEHRAN

AMEMBASSY BRASILIA

USLO PEKING

FAA BRUSSELS

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E.O. 11652: N/A

TAGS: EAIR, FR, IR, BR, CH

SUBJECT: CONCORDE

1. DURING OCT. 3 CALL ON STATE SECRETARY OF
TRANSPORT CAVAILLE BY DCM AND RCAA, CAVAILLE SAID
THAT THERE WAS "A GOOD CHANCE" THAT BEFORE THE
END OF THIS YEAR IRAN WOULD CONVERT ITS OPTIONS
ON THREE CONCORDES TO FIRM ORDERS. PRC STILL HAD
OPTIONS FOR TWO CONCORDE'S, BUT CAVAILLE SAID
PEKING WAS SO SECRETIVE ABOUTS ITS INTENTIONS
GOF DID NOT EXPECT TO LEARN PRC DECISION UNTIL
VERY LAST MINUTE, PROBABLY ONCE CONCORDE WAS
PLACED IN COMMERCIAL SERVICE BY FRENCH AND BRITISH.

2. CAVAILLE SAID THAT BRANIFF WAS STILL INTERESTED
IN CONCORDE AND WAS THINKING OF ITS POSSIBLE
JOINT EXPLOITATION WITH AIR FRANCE. AIR FRANCE
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WOULD OPERATE CONCORDE BETWEEN PARIS AND RIO WHILE

BRANIFF WOULD THEN TAKE OVER AND OPERATE IT FROM RIO TO US.

3. CAVAILLE SAID THAT SIXTEEN AIRCRAFT IN CONCORDE PRODUCTION RUN NOW AGREED UPON WITH BRITISH WERE ALL SPOKEN FOR. IN ADDITION TO IRANIAN AND PRC OPTIONS FOR TOTAL OF FIVE AIRCRAFT, FOUR HAD BEEN ORDERED BY AIR FRANCE AND FIVE BY BAC. IN ADDITION, TWO AIRCRAFT WERE REQUIRED FOR CERTIFICATION, WHICH THUS BROUGHT TOTAL TO SIXTEEN. CAVAILLE EXPRESSED CONFIDENCE THAT THERE WOULD BE ENOUGH PASSENGER DEMAND FOR HIGH-SPEED AIR TRANSPORT TO ENSURE THAT CONCORDE OPERATED AT FULL CAPACITY WHEN IT WAS PLACED IN COMMERCIAL SERVICE IN EARLY 1976. THIS WOULD BE THE COMMERCIAL TEST OF CONCORDE AND DETERMINE WHETHER OTHER AIRLINES WOULD THEN PLACE ORDERS. IF PASSENGER DEMAND DID NOT DEVELOP, THEN THAT WOULD BE THE END OF CONCORDE. WORKERS THEREFORE HAD TO BE KEPT ON THE JOB IN THE MEANTIME SO THAT THE CONCORDE ASSEMBLY LINE COULD BE STARTED UP AGAIN QUICKLY IF ADDITIONAL ORDERS WERE RECEIVED BEGINNING IN 1976. THIS POSED PROBLEMS BECAUSE ALL OF THE CONCORDES BEING BUILT BY FRANCE IN ITS HALF OF THE PROGRAM WERE ALREADY IN ONE STAGE OR ANOTHER OF CONSTRUCTION.

IRWIN

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Message Attributes

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